

## Message Text

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APPROVED BY EB - MR. ENDERS

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NEA:SSOBER

ARA:WLUERS

E:RSORENSEN

S/S :ORTIZ

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FM SECSTATE WASHDC

TO USDEL SECRETARY IMMEDIATE

INFO AMCONSUL JERUSALEM IMMEDIATE

S E C R E T STATE 205129 TOSEC 100260

NODIS

E.O. 11652: GDS

TAGS: ENRG

SUBJECT: SCENARIO FOR INFLUENCING OPEC PRICE DELIBERATIONS  
FOR THE SECRETARY FROM ENDERS

1. FOLLOWING YOUR REQUEST, HORMATS AND I HAVE DEVELOPED  
THE FOLLOWING SCENARIO TO TRY TO INFLUENCE THE SEPTEMBER 24  
OPEC PRICE DECISION. AS SOON AS THERE IS FIRM AGREEMENT  
THAT THE DIALOGUE WILL START, THE PRESIDENT WOULD SEND  
LETTERS TO KING KHALID, THE SHAH, AND PRESIDENT PEREZ ARGU-  
ING THAT, IN ADDITION TO ITS NEGATIVE IMPACT ON THE ECONO-  
MIES OF THE OIL CONSUMING NATIONS, A NEW PRICE RISE MIGHT  
JEOPARDIZE PROSPECTS FOR A SUCCESSFUL DIALOGUE. HE WOULD  
URGE THEM TO HOLD THE LINE AGAINST A NEW PRICE HIKE.(OUR  
SUGGESTED LETTERS ARE AT PARA 6-8.) SEVERAL DAYS LATER  
(BUT PRIOR TO SEPTEMBER 15 IF THE PREPARATIONS FOR THE DIA-  
LOGUE ADVANCE RAPIDLY ENOUGH), OUR AMBASSADORS IN OTHER OPEC  
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CAPITALS WOULD BE INSTRUCTED TO MAKE THE SAME POINTS IN  
REPRESENTATIONS TO THEIR HOST GOVERNMENTS. (A DRAFT CABLE  
IS BEING PREPARED FOR YOUR APPROVAL.) IN YOUR MID-SEPTEMBER  
ENERGY ADDRESS, YOU WOULD ELABORATE ON THE GROWING  
STAKE OF THE PRODUCERS IN THE WESTERN ECONOMIC SYSTEM AND

THE IMPERATIVE OF MORE EXTENSIVE COOPERATION AND CONSULTATION BETWEEN PRODUCING AND INDUSTRIAL NATIONS. YOU WOULD REAFFIRM OUR COMMITMENT TO THE DIALOGUE AND PUBLICLY OPPOSE NEW OPEC PRICE INCREASES.

2. RECOMMENDATION: THAT YOU APPROVE THE ABOVE SCENARIO.

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APPROVE      DISAPPROVE

3. THAT YOU APPROVE THE PRESIDENTIAL LETTER TO KING KHALID.

APPROVE      DISAPPROVE

4. THAT YOU APPROVE THE PRESIDENTIAL LETTER TO THE SHAH.

APPROVE      DISAPPROVE

5. THAT YOU APPROVE THE PRESIDENTIAL LETTER TO PRESIDENT PEREZ.

APPROVE      DISAPPROVE

6. TEXT OF LETTER TO KING KHALID: QUOTE. YOUR MAJESTY: I WISH TO PRESENT FOR YOUR CONSIDERATION MY CONCERNS ON AN ISSUE OF GREAT IMPORTANCE TO RELATIONS BETWEEN DEVELOPED AND DEVELOPING NATIONS, AND TO THE ECONOMIC WELL-BEING OF OUR TWO COUNTRIES AND ALL THE NATIONS OF THE WORLD.

SINCE THE CONSUMER/PRODUCER PREPARATORY MEETING IN PARIS LAST APRIL, THE UNITED STATES HAS MADE A MAJOR EFFORT TO RE-ESTABLISH A BASIS FOR DIALOGUE AND COOPERATION BETWEEN THE NATIONS OF THE DEVELOPING WORLD, INCLUDING THOSE WHICH EXPORT OIL, AND THE INDUSTRIALIZED NATIONS. WE HAVE UNDERTAKEN A FUNDAMENTAL REVIEW OF OUR OVERALL  
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POLICY TOWARD THE DEVELOPING COUNTRIES. THIS REVIEW HAS RESULTED IN A NEW APPROACH TO THE PRODUCER/CONSUMER DIALOGUE THAT RESPONDS MORE FULLY TO THESE NATIONS' CONCERNS, PARTICULARLY THOSE RAISED BY YOUR GOVERNMENT'S REPRESENTATIVES AND OTHER DELEGATIONS DURING THE PARIS MEETING. SINCE SECRETARY KISSINGER ARTICULATED THE GENERAL OUTLINES OF THIS NEW APPROACH IN SPEECHES IN KANSAS CITY AND PARIS IN MAY, WE HAVE MADE MUCH PROGRESS IN ESTABLISHING THE CONSTRUCTIVE UNDERSTANDINGS NECESSARY TO PROMOTE FURTHER MUTUALLY BENEFICIAL COOPERATION NOT ONLY BETWEEN OUR TWO NATIONS BUT AMONG THE BROADER WORLD COMMUNITY. WE WILL MAKE A NUMBER OF ADDITIONAL SPECIFIC PROPOSALS FOR COOPERATION AT THE UN SPECIAL SESSION.

THE ECONOMIC DIALOGUE, WHICH WAS A SAUDI INITIATIVE, WILL BE A CENTERPIECE IN THE NEW EVOLVING RELATIONSHIP BETWEEN THE INDUSTRIAL AND DEVELOPING NATIONS. WE ARE PLEASED THAT OUR EFFORTS, AND THOSE OF YOUR GOVERNMENT AND OTHERS, HAVE SUCCEEDED IN ESTABLISHING A CONSENSUS FOR RESUMING THESE DISCUSSIONS. OVER THE PAST MONTHS, WE HAVE CLEARLY DEMONSTRATED OUR COMMITMENT TO A CONSTRUCTIVE DIALOGUE AND OUR BELIEF THAT ITS SUCCESS REQUIRES EACH PARTICIPANT TO RECOGNIZE AND TAKE FULL ACCOUNT OF THE VITAL INTERESTS OF THE OTHERS.

AS YOU CAN APPRECIATE, THE SUPPORT OF THE AMERICAN PUBLIC FOR THE NEW US POSITION MUST BE BASED ON AN AWARENESS OF THE CONCERNS OF THE OIL PRODUCERS AND OTHER DEVELOPING COUNTRIES AND THE NEED TO SEEK COOPERATIVE SOLUTIONS TO OUR COMMON ECONOMIC PROBLEMS. I AM CONCERNED, HOWEVER, THAT THIS NECESSARY SUPPORT WILL BE JEOPARDIZED SHOULD THE MEMBER COUNTRIES OF OPEC INCREASE THE PRICE OF OIL THIS FALL. I AM ALSO CONCERNED THAT SUCH ACTION COULD RAISE SERIOUS QUESTIONS AMONG THE AMERICAN PUBLIC REGARDING THE CLOSE COOPERATION WE SEEK AND ARE ACTIVELY DEVELOPING WITH YOUR COUNTRY IN SEVERAL FIELDS OF OUR BILATERAL RELATIONSHIP. I VALUE THIS RELATIONSHIP GREATLY AND SINCERELY WISH TO CONTINUE TO BROADEN AND DEEPEN IT.

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ANOTHER OIL PRICE INCREASE BY OPEC WOULD ALSO HAVE A SIGNIFICANT NEGATIVE IMPACT ON THE ECONOMIES OF ALL OIL IMPORTING NATIONS -- BOTH DEVELOPED AND DEVELOPING -- AT THE VERY TIME SIGNS OF PROGRESS IN THE FIGHT AGAINST RECESSION AND INFLATION ARE APPEARING. SUCH A PRICE INCREASE WOULD IMPOSE SHOCKS ON THE U.S. ECONOMY, ON THE MORE VULNERABLE ECONOMIES OF EUROPE AND JAPAN, AND ON THE HIGHLY FRAGILE ECONOMIES OF THE DEVELOPING WORLD. IT WOULD AT THE VERY LEAST REDUCE THE PROGRESS TOWARD ECONOMIC RECOVERY AND COULD, IN FACT, PLUNGE A NUMBER OF COUNTRIES INTO EXTREMELY SERIOUS DIFFICULTIES. I KNOW THAT SAUDI ARABIA DOES NOT WISH TO HARM ANY NATION, BUT THERE ARE OTHERS LESS APPRECIATIVE OF THE SENSITIVITY OF THE INTERNATIONAL SITUATION WHICH MAY NOT FULLY COMPREHEND THE ADVERSE EFFECTS -BOTH PSYCHOLOGICAL AND REAL -- WHICH A PRICE INCREASE AT THIS TIME WOULD HAVE.

IT IS MY HOPE THAT YOU WILL USE YOUR CONSIDERABLE INFLUENCE AMONG THE PRODUCER COUNTRIES TO RESTRAIN THOSE WHO WOULD PRESS FOR A PRICE INCREASE WITHOUT MEASURED CONSIDERATION OF ALL THE RESULTS -- INCLUDING THE

PROBABILITY OF OBSTRUCTING MOVEMENT TOWARD THE BROADER OBJECTIVES WHICH ALL OF US SEEK TO ACHIEVE.

I AM ALSO WRITING TO THE SHAH OF IRAN AND THE PRESIDENT OF VENEZUELA TO EXPRESS MY VIEWS ON THESE IMPORTANT MATTERS. SINCERELY, GERALD R. FORD. HIS MAJESTY KHALID IBN ABD AL-AZIZ AL-SAUD, KING OF SAUDI ARABIA, JIDDA. END QUOTE.

7. TEXT OF LETTER TO THE SHAH: QUOTE: YOUR IMPERIAL MAJESTY: I WISH TO PRESENT FOR YOUR CONSIDERATION MY THOUGHTS ON AN ISSUE OF GREAT IMPORTANCE TO RELATIONS BETWEEN DEVELOPED AND DEVELOPING NATIONS, AND TO THE ECONOMIC WELL-BEING OF OUR TWO COUNTRIES AND ALL THE NATIONS OF THE WORLD.

SINCE THE CONSUMER/PRODUCER PREPARATORY MEETING IN PARIS LAST APRIL, THE UNITED STATES HAS MADE A MAJOR EFFORT TO RE-ESTABLISH A BASIS FOR DIALOGUE AND COOPERA-  
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TION BETWEEN THE NATIONS OF THE DEVELOPING WORLD, INCLUDING THOSE WHICH EXPORT OIL, AND THE INDUSTRIALIZED NATIONS. WE HAVE UNDERTAKEN A FUNDAMENTAL REVIEW OF OUR OVERALL POLICY TOWARD THE DEVELOPING COUNTRIES. THIS REVIEW HAS RESULTED IN A NEW APPROACH TO THE PRODUCER/CONSUMER DIALOGUE THAT RESPONDS MORE FULLY TO THESE NATIONS' CONCERNS, PARTICULARLY THOSE RAISED BY YOUR GOVERNMENT'S REPRESENTATIVES AND OTHER DELEGATIONS DURING THE PARIS MEETING. SINCE SECRETARY KISSINGER ARTICULATED THE GENERAL OUTLINES OF THIS APPROACH IN SPEECHES IN KANSAS CITY AND PARIS IN MAY, WE HAVE MADE MUCH PROGRESS IN ESTABLISHING THE CONSTRUCTIVE UNDERSTANDINGS NECESSARY TO PROMOTE FURTHER MUTUALLY BENEFICIAL COOPERATION NOT ONLY BETWEEN OUR TWO NATIONS BUT AMONG THE BROADER WORLD COMMUNITY. WE WILL MAKE A NUMBER OF ADDITIONAL SPECIFIC PROPOSALS FOR COOPERATION AT THE UN SPECIAL SESSION.

THE ECONOMIC DIALOGUE WILL BE A CENTERPIECE IN THE NEW EVOLVING RELATIONSHIP BETWEEN THE INDUSTRIAL AND DEVELOPING NATIONS. WE ARE PLEASED THAT OUR EFFORTS, AND THOSE OF YOUR GOVERNMENT AND OTHERS, HAVE SUCCEEDED IN ESTABLISHING A CONSENSUS FOR RESUMING THESE DISCUSSIONS. OVER THE PAST MONTHS, WE HAVE CLEARLY DEMONSTRATED OUR COMMITMENT TO A CONSTRUCTIVE DIALOGUE AND OUR BELIEF THAT ITS SUCCESS REQUIRES EACH PARTICIPANT TO RECOGNIZE AND TAKE FULL ACCOUNT OF THE VITAL INTERESTS OF THE OTHERS.

AS YOU CAN APPRECIATE, THE SUPPORT OF THE AMERICAN PUBLIC FOR THE NEW US POSITION MUST BE BASED ON AN AWARENESS OF

THE CONCERNS OF THE OIL PRODUCERS AND OTHER DEVELOPING COUNTRIES AND THE NEED TO SEEK COOPERATIVE SOLUTIONS TO OUR COMMON ECONOMIC PROBLEMS. I AM CONCERNED, HOWEVER, THAT THIS NECESSARY SUPPORT WILL BE JEOPARDIZED SHOULD THE MEMBER COUNTRIES OF OPEC INCREASE THE PRICE OF OIL THIS FALL. I AM ALSO CONCERNED THAT SUCH ACTION COULD RAISE SERIOUS QUESTIONS AMONG THE AMERICAN PUBLIC REGARDING THE CLOSE COOPERATION WE SEEK AND ARE ACTIVELY DEVELOPING WITH YOUR COUNTRY IN SEVERAL FIELDS OF OUR  
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BILATERAL RELATIONSHIP. I VALUE THIS RELATIONSHIP GREATLY AND SINCERELY WISH TO CONTINUE TO BROADEN AND DEEPEN IT.

ANOTHER OIL PRICE INCREASE BY OPEC WOULD ALSO HAVE A SIGNIFICANT NEGATIVE IMPACT ON THE ECONOMIES OF ALL THE OIL IMPORTING NATIONS -- BOTH DEVELOPED AND DEVELOPING -- AT THE VERY TIME THAT SIGNS OF PROGRESS IN THE FIGHT AGAINST RECESSION AND INFLATION ARE APPEARING. SUCH A PRICE INCREASE WOULD IMPOSE SHOCKS ON THE U.S. ECONOMY, ON THE MORE VULNERABLE ECONOMIES OF EUROPE AND JAPAN, AND FINALLY ON THE HIGHLY FRAGILE ECONOMIES OF THE DEVELOPING WORLD. IT WOULD AT THE VERY LEAST REDUCE THE PROGRESS TOWARD ECONOMIC RECOVERY AND COULD, IN FACT, PLUNGE A NUMBER OF COUNTRIES INTO EXTREMELY SERIOUS DIFFICULTIES.

IT IS BECAUSE I AM AWARE, YOUR MAJESTY, OF YOUR SENSITIVITY TO THE INTERDEPENDENCE OF THE WORLD ECONOMY AND YOUR COMMITMENT TO A SUCCESSFUL ECONOMIC DIALOGUE THAT I AM ASKING YOU TO WEIGH HEAVILY THE ADVERSE EFFECTS -- BOTH PSYCHOLOGICAL AND REAL -- WHICH A PRICE INCREASE COULD HAVE. IT IS MY HOPE THAT YOU WILL USE YOUR CONSIDERABLE INFLUENCE AMONG THE PRODUCING COUNTRIES TO URGE RESTRAINT ON OIL PRICES AND TO ARGUE THAT OUR LONG-TERM MUTUAL INTEREST IN A MORE RATIONAL GLOBAL ECONOMIC STRUCTURE SHOULD PREVAIL OVER SHORT-TERM ECONOMIC ADVANTAGE.

I AM ALSO WRITING TO KING KHALID OF SAUDI ARABIA AND PRESIDENT PEREZ OF VENEZUELA TO EXPRESS MY VIEWS ON THESE IMPORTANT MATTERS. SINCERELY, GERALD R. FORD.  
HIS IMPERIAL MAJESTY MOHAMMAD REZA PAHLAVI, SHAHANSHAH OF IRAN, TEHRAN. END QUOTE.

8. TEXT OF LETTER TO PRESIDENT PEREZ: QUOTE: DEAR MR. PRESIDENT: I WISH TO PRESENT FOR YOUR CONSIDERATION MY CONCERNS ON AN ISSUE OF GREAT IMPORTANCE TO RELATIONS

BETWEEN DEVELOPED AND DEVELOPING NATIONS, AND TO THE WELL-BEING OF NOT ONLY OUR TWO COUNTRIES BUT ALL THE

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NATIONS OF THE WORLD.

SINCE THE CONSUMER/PRODUCER PREPARATORY MEETING IN PARIS LAST APRIL, THE UNITED STATES HAS MADE A MAJOR EFFORT TO RE-ESTABLISH A BASIS FOR DIALOGUE AND COOPERATION BETWEEN THE NATIONS OF THE DEVELOPING WORLD, INCLUDING THOSE WHICH EXPORT OIL, AND THE INDUSTRIALIZED NATIONS. WE HAVE UNDERTAKEN A FUNDAMENTAL REVIEW OF OUR OVERALL POLICY TOWARD THE DEVELOPING COUNTRIES. THIS REVIEW HAS RESULTED IN A NEW APPROACH TO THE PRODUCER/CONSUMER DIALOGUE THAT RESPONDS MORE FULLY TO THESE NATIONS' CONCERNS, PARTICULARLY THOSE RAISED BY YOUR GOVERNMENT'S REPRESENTATIVES AND OTHER DELEGATIONS DURING THE PARIS MEETING. SINCE SECRETARY KISSINGER ARTICULATED THE GENERAL OUTLINES OF THIS NEW APPROACH IN SPEECHES IN KANSAS CITY AND PARIS IN MAY, WE HAVE MADE MUCH PROGRESS IN ESTABLISHING THE CONSTRUCTIVE UNDERSTANDINGS NECESSARY TO PROMOTE FURTHER MUTUALLY BENEFICIAL COOPERATION AMONG THE NATIONS OF THE WORLD. WE WILL MAKE A NUMBER OF ADDITIONAL SPECIFIC PROPOSALS FOR COOPERATION AT THE UN SPECIAL SESSION.

THE ECONOMIC DIALOGUE WILL BE A CENTERPIECE IN THE NEW EVOLVING RELATIONSHIP BETWEEN THE INDUSTRIAL AND DEVELOPING NATIONS. WE ARE PLEASED THAT OUR EFFORTS, AND THOSE OF YOUR GOVERNMENT AND OTHERS, HAVE SUCCEEDED IN ESTABLISHING A CONSENSUS FOR ITS RESUMPTION. OVER THE PAST MONTHS, WE HAVE CLEARLY DEMONSTRATED OUR COMMITMENT TO A CONSTRUCTIVE DIALOGUE AND OUR BELIEF THAT ITS SUCCESS REQUIRES EACH PARTICIPANT TO RECOGNIZE AND TAKE FULL ACCOUNT OF THE VITAL INTERESTS OF THE OTHERS.

AS YOU CAN APPRECIATE, THE PROGRESS WHICH WE HAVE MADE IN DEVELOPING THE NEW U.S. POSITION HAS REQUIRED CONSIDERABLE CONSULTATION WITH INTERESTED GROUPS IN OUR SOCIETY IN ORDER TO CREATE A GREATER PUBLIC AWARENESS OF THE CONCERNS OF THE OIL PRODUCERS AND OTHER DEVELOPING COUNTRIES AND THE NEED FOR COOPERATIVE SOLUTIONS TO OUR COMMON ECONOMIC PROBLEMS. I AM CONCERNED, HOWEVER, THAT THIS GREATER PUBLIC UNDERSTANDING WILL BE JEOPARDIZED SHOULD THE MEMBER COUNTRIES OF OPEC INCREASE THE PRICE

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OF OIL THIS FALL. I DO NOT MEAN TO INDICATE THAT SUCH ACTION BY OPEC WOULD CAUSE US TO QUESTION OUR FUNDAMENTAL COMMITMENT TO THE DIALOGUE. HOWEVER, IT WOULD INEVITABLY TEND TO AFFECT SUPPORT IN THIS COUNTRY FOR NEW SOLUTIONS TO INTERNATIONAL ECONOMIC PROBLEMS.

ANOTHER OIL PRICE INCREASE BY OPEC WOULD ALSO HAVE A SIGNIFICANT NEGATIVE IMPACT ON THE ECONOMIES OF ALL THE OIL IMPORTING NATIONS -- BOTH DEVELOPED AND DEVELOPING -- AT THE VERY TIME THAT SIGNS OF PROGRESS IN THE FIGHT AGAINST RECESSION AND INFLATION ARE APPEARING. SUCH A PRICE INCREASE WOULD IMPOSE SHOCKS ON THE U.S. ECONOMY, ON THE MORE VULNERABLE ECONOMIES OF EUROPE AND JAPAN, AND ON THE HIGHLY FRAGILE ECONOMIES OF THE DEVELOPING WORLD. IT WOULD AT THE VERY LEAST REDUCE THE PROGRESS TOWARD ECONOMIC RECOVERY, AND COULD IN FACT PLUNGE A NUMBER OF COUNTRIES INTO EXTREMELY SERIOUS DIFFICULTIES.

IT IS BECAUSE I AM AWARE, MR. PRESIDENT, OF YOUR SENSITIVITY TO THE INTERDEPENDENCE OF THE WORLD ECONOMY, OF THE HIGH PRIORITY WHICH YOU AND YOUR GOVERNMENT GIVE TO PROMOTING THE WELFARE OF ALL THE DEVELOPING COUNTRIES, AND OF YOUR COMMITMENT TO A SUCCESSFUL ECONOMIC DIALOGUE BETWEEN DEVELOPED AND DEVELOPING COUNTRIES THAT I AM ASKING YOU TO WEIGH HEAVILY THE ADVERSE EFFECTS -- BOTH PSYCHOLOGICAL AND REAL -- WHICH A PRICE INCREASE COULD HAVE. IT IS MY HOPE THAT YOU WILL USE YOUR CONSIDERABLE INFLUENCE AMONG THE PRODUCER COUNTRIES TO ASSURE THAT THESE CONCERNS BE PROPERLY EMPHASIZED AND THAT THE POSSIBLE CONSEQUENCES BE UNDERSTOOD -- NOT LEAST OF WHICH IS HINDRANCE OF MOVEMENT TOWARD THE BROADER OBJECTIVES WHICH ALL OF US SEEK TO ACHIEVE.

FOR MY PART, YOU CAN BE ASSURED OF A CONTINUING DETERMINED EFFORT TO BRING OUR TWO COUNTRIES CLOSER TOGETHER, BOTH IN OUR BILATERAL RELATIONS AND IN COOPERATIVE EFFORTS TO SOLVE BROADER WORLD PROBLEMS OF MUTUAL CONCERN.

I AM ALSO WRITING TO THE SHAH OF IRAN AND THE KING OF SAUDI ARABIA TO EXPRESS MY VIEWS ON THESE IMPORTANT MATTERS. SINCERELY, GERALD R. FORD, HIS EXCELLENCY  
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CARLOS ANDRES PEREZ, PRESIDENT OF VENEZUELA, CARACAS.  
END QUOTE. INGERSOLL

SECRET

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## Message Attributes

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